EARN YOUR CONTINUING EDUCATION CREDITS
You must register on your member portal!

Buffalo Niagara Association of REALTORS®

200 John James Audubon Parkway, Suite 201, Amherst, NY 14228

Phone: 716.636.9000
Web: BNAR.org

NOTE:
All Classes Are Held Hybrid In Person In The BNAR Training Room And Live Distance Via Zoom Unless Noted

No Shows will be charged a fee of $25.00

BNAR EDUCATION Class Schedule
All BNAR Courses are Free

SEPTEMBER 3 @ 9:30 AM-10:30AM
Realtor Safety
Instructor: miriam treger
Elective
1 hour CE Credit

This one-hour safety presentation is based on the why and the what we can do to minimize our risks. Each component of our professional lives can be viewed from a different angle of awareness.

SEPTEMBER 9 @ 9:30AM-10:30AM
Recent Legal Matters 2.0
DOS Required
Instructor: Matthew Laufer, Attorney
1 hour CE Credit

Overview of the presentation includes: 1) Property Condition Disclosure and Buyer Beware 2) Fiduciary Relationships 3) Exceptions 4) Due Diligence Responsibilities

SEPTEMBER 10 @ 9:30 AM-1:00 PM
Code of Ethics with One Hour Agency
DOS Required
Instructor: Margaret Hartman
3.5 hours CE Credit

The Code of Ethics class is a detailed document that spells out the professional responsibility of every Realtor consisting of 17 Articles. This class fulfills the NAR Ethics Cycle 8 and DOS requirements.

SEPTEMBER 11 @ 9:30 AM-12:30PM
Buyer Checklist
Elective
Instructor: Melvin Taylor
3 Hours CE Credit

Buyer Checklist is a comprehensive real estate course designed to equip Realtors with the knowledge and skills necessary to assist homebuyers in navigating the real estate market confidently and effectively. The course covers essential topics such as understanding buyer motivations, conducting a buyer needs analysis, and positioning oneself as the Realtor of choice. Additionally, it provides insights into advocacy and exclusive representation, the art of property selection and demonstration, and strategies for maintaining control, timing, and safety measures throughout the buying process.

SEPTEMBER 12 @ 9:30AM-12:30PM
Introduction to Real Estate (Orientation For New Members) – In Person Only
Elective
Instructors: James Knight
3 Hours CE Credit

The "Orientation Course" is a part of the requirement for membership in the Association of REALTORS®. This course will enlighten the agent to the importance of being a "REALTOR®" and what other benefits membership offers. Other topics are also covered that relate to the real estate business such as Realtor Safety, Antitrust Issues, Ethics, Arbitration & Mediation, MLS Regulations.
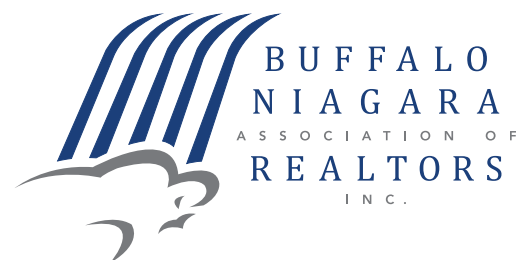
SEPTEMBER 17 @ 9:30 AM-12:30PM
Sellers Listing Checklist
Elective
Instructor: Lynne Logan
3 Hours CE Credit

This course is designed to help realtors with processes when working on their listing presentations. Topics covered essential activities before, at and after the listing proposal, one call versus the two-call listing approach and recognizing that preparation is the key to a sustainable, competitive advantage.

BUFFALO NIAGARA ASSOCIATION OF REALTORS INC.

BNAR CAREER CENTER FOR DEVELOPMENT

All BNAR Courses are free to BNAR members for 2025

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SEPTEMBER 18 @ 9:30 AM-12:30PM
Understanding the Client- The Marketplace
Elective
Instructor: James Knight
3 Hours CE Credit

In this course we'll discuss market type and positioning, review basic economic principles that guide any real estate market. We'll discuss valuation concepts and dig down a little deeper into what and how value adjustments should be applied to assist our clients on a path to success.

SEPTEMBER 19 @ 9:30 AM-12:30PM
Realtor Property Resources (RPR) Models
Elective
Instructor: miriam treger
3 Hours CE Credit

Throughout this course, participants will discover how Realtors Property Resource (RPR) tools empower both buyers and sellers to make well-informed decisions in today's dynamic market

SEPTEMBER 26 @ 9:30 AM-11:30AM
Cultural Competency, Why It Matters to You
DOS Required
Instructor: miriam treger
2 Hours CE Credit

Understand how other cultures make decisions and how to better communicate for business, negotiation, and conversation. Recognizing one's own cultural beliefs, values and biases is also part of developing cultural competency.

SEPTEMBER 26 @ 12:30PM-2:30 PM
Why Does It Feel Icky? Implicit Bias
DOS Required
Instructor: miriam treger
2 Hours CE Credit

Explore the bias theme and how a bias affects our brains and hearts.

How can we take a breath and make good choices in learning about ourselves and others. What is the danger of closed mindedness and a lack of understanding of others

SEPTEMBER 29 @ 09:30AM-1:30 PM
Fair Housing Plus One Hour Agency
DOS Required
Instructor: Margaret Hartman
4 Hours CE Credit

This Fair Housing course describes discriminatory housing practices, List of protected class: The American Disabilities Act, Fair Housing Advertising. Recognize words and phrases in ads that violate the Fair Housing Act. Protected class-sensitive advertising Enforcement by HUD, Department of Justice.

SEPTEMBER 30 @ 9:30AM-12:30PM
Grants, Mortgages Learn from the Experts
Elective
Moderator:: Annabelle Aquilina
3 Hours CE Credit

Be Your Buyer's Hero! In our market, buyers are searching for the best mortgage and help with closing costs to assist them achieve their dream of home ownership. Several experts in their field of lending, credit, and grant facilitation will give an overview of their products and services. You will always have an answer to the question? Are there any grants, mortgages to help me? You will go away with a wealth of information to help your buyers!

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